



news

R E L E A S E

Mitel appoints Brightstar as a distributor for Australian market

SYDNEY, Australia – June 4, 2010 - [Mitel](#)® (Nasdaq: MITL), a trusted provider of unified communications solutions has appointed Brightstar Corp. as a distributor for the Australian market. Brightstar provides value-added distribution and services & solutions for the converging wireless and IT industries across six continents.

Gwilym Funnell, Mitel vice president for Asia Pacific commented, “Many Australian businesses expect their employees to regularly put in extra work from home, or while travelling between meetings. Mitel has developed a deep portfolio of mobility and unified communications solutions, designed to help improve employee productivity while they are on the move. We have appointed Brightstar as a distributor to help expand our presence in the Australian market, and to make it easier for our channel partners to offer sophisticated mobility solutions to their clients.”

The new distribution agreement will allow Brightstar to distribute the complete range of Mitel solutions in the Australian market. To help support this expansion of Mitel’s Australian operations, two additional technical support engineers will be added to Mitel’s Sydney technical support centre. Mitel’s partners purchasing via Brightstar will be able to access Mitel’s sophisticated demonstration facilities, as well as perform remote demonstrations for sophisticated unified communications, mobility, and contact centre technologies – without the need to install complex equipment at their offices.

Arturo Osorio, president of Brightstar Asia Pacific commented, “We are delighted to work with Mitel and are very excited about their expansion plans in Australia. We look forward to supporting the growth of their channels via our established distribution network.”

Mitel’s PARTNER program consists of three levels - authorizedPARTNER, selectPARTNER, and premierPARTNER, with each level differentiated by emphasis on service delivery capabilities and training for sales and technical staff. selectPARTNER and premierPARTNER status must employ an agreed number of Mitel certified technical staff, as well as offer different levels of technical support. premierPARTNERS are required to have a 24 x 7 technical support help desk and an in-house demonstration centre.

A full range of self-paced online training courses are offered at no cost to Mitel partners in the region. Program certification is recorded on an individual basis, and follows the career of individuals. The free online training program is in addition to classroom-based training courses.

About Brightstar

Brightstar Corp. is a multi-billion dollar global leader in Value-Added Distribution and Services & Solutions for the converging wireless and IT industries. With sales and distribution facilities on six continents, Brightstar offers leading wireless and IT manufacturers the largest global reach, enabling the right product to be in the right place, at the right time. Brightstar’s supply chain solutions are used by the world’s top network operators and retailers to improve financial results, increase EBITDA and turn their supply chains into a competitive advantage. For more information on Brightstar, please visit www.brightstarcorp.com.

About Mitel

Mitel Networks offers a comprehensive portfolio of IP-based communications solutions, which consists of IP telephony platforms, unified communications and collaboration applications and

managed and network services. By integrating voice, video and data communications with business applications, Mitel enables businesses to improve their performance. Mitel is a leader in the market evolution to unified communications and collaboration, enabling customers to move beyond basic fixed telephony and disparate communications tools toward integrated multi-media communications and collaboration between users, wherever they may be located. Mitel's U.S. headquarters are in Phoenix, Arizona. Global headquarters are in Ottawa, Canada, with offices, partners, and resellers worldwide.

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